

About the Company

Business: Manufacture and sale of automotive tyres

Background: Established in 1976, Apollo Tyres Ltd is India's leading tyre manufacturer, with headquarters in Gurgaon, in the National Capital Region and operations in 3 continents

Shareholding: Traded in India on the Bombay, National and Kochi Stock Exchanges, with 53% shares held by the public, government entities, banks and financial institutions. (March 31, 2012)

Financial year: April 1 to March 31

Turnover: FY12 Rs 121.5 billion/ **US\$ 2.5 billion**/ Euro 1.8 billion (March 31, 2012, exchange rates)

Topline trend: CAGR of 20% for the last 5 years

Acquired entities: In May 2009, Apollo acquired **Apollo Vredestein BV** (originally Vredestein Banden BV) in the Netherlands, producer of niche high end passenger car and specialty tyres with a manufacturing facility in Enschede and an extensive distribution network across Europe. In April 2006, Apollo Tyres acquired **Apollo Tyres South Africa (Pty) Ltd** (originally Dunlop Tyres International (Pty) Ltd), manufacturer of tyres across automotive segments, with brand rights to 32 African countries, 3 tyre manufacturing units and a retreading unit in South Africa and Zimbabwe

Manpower: Approximately **16,000 employees** based across India, Southern Africa and Europe

Manufacturing facilities: Apollo's largest unit is in Limda, in the western Indian state of Gujarat. Two other units are located in the southern Indian rubber-producing state of Kerala, and the latest next generation plant is near Chennai, Tamil Nadu. These 4 have a combined production capacity of 1200 tonnes a day. In South Africa, the Ladysmith and Durban plants account for 180 tonnes, and the Enschede plant in the Netherlands adds another 180 tonnes a day. Taking current production capacity to around **1550 metric tonnes a day**

Product portfolio: The entire range of passenger car, SUV, MUV, light truck, truck-bus, agriculture, industrial, specialty, bicycle and off-the-road tyres; retreading material and tyres

Brands: Apollo, Dunlop (32 countries in Africa) and Vredestein are the three key brands. Others are Regal and Kaizen (truck-bus tyres), Maloya (passenger car) DuraTyres (retreaded tyres) and DuraTread (retreading material)

Key markets of operation: India is the largest market accounting for 67% of revenues, Europe 23% and South Africa 10%, **exporting to 100+ countries** from India, Europe and South Africa

Sales channels: In each of the domestic markets the company operates through a vast network of branded, exclusive and multi-product outlets

Management Board:

Onkar S Kanwar, Chairman and Managing Director

Neeraj Kanwar, Vice Chairman and Managing Director

Luis C Ceneviz, Chief, Africa Operations

Gaurav Kumar, Group Head, Corporate Strategy & Finance

Tapan Mitra, Chief, Human Resources

P K Mohamed, Chief Advisor, Research & Development

Rob Oudshoorn, Chief, Europe Operations

Kaushik Roy, Group Head, Corporate Purchase

Sunam Sarkar, Chief Financial Officer

Satish Sharma, Chief, India Operations

As of: May, 2012